

## Message Text

PAGE 01 TEHRAN 04476 140758Z

43

ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 /017 W  
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R 140537Z MAY 75  
FM AMEMBASSY TEHRAN  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 1515

LIMITED OFFICIAL USE TEHRAN 4476

E.O. 11652: N/A

TAGS: BEXP

SUBJECT: UPCOMING GOI HOSPITAL PROJECTS

REF: (A) TEHRAN 4079,(B) TEHRAN 9739(NOV. 17, 1974)

1. EMBOFFS MET WITH UNDERSECRETARY MINISTRY SOCIAL WELFARE TO DISCUSS  
UPCOMING PROJECTS OF THAT MINISTRY. HOWEVER, SINCE UNDERSECRETARY  
SERVES ON COMMITTEES ALL GOI HOSPITALS, HE DISCUSSED VARIOUS  
PROJECTS OF INTEREST TO AMERICAN FIRMS. SUMMARY OF DISCUSSION  
FOLLOWS.

2. MINISTRY OF HEALTH 6000 BED PROJECT: COMPLETELY AWARDED PER  
REF A; HOWEVER, VARIOUS GOI ELEMENTS HESITANT ABOUT TURNKEY  
APPROACH AND, ACCORDING PRESENT PLANS, WILL TRY PHASED APPROACH  
FOR FUTURE HOSPITALS. ONCE SUCCESSFUL IMPLEMENTATION MODEL  
ESTABLISHED, OTHER PROJECTS WILL PROBABLY MOVE AGEAD ON SAME  
MODEL.

3. IMPERIAL MEDICAL CENTER OF IRAN: PLANNING CONSULTANT IS  
MEDICAL PLANNING ASSOCIATED (MPA; SUBS. AMERICAN HOSPITAL SUPPLY).  
ARCHITECTURAL AND CONSTRUCTION MANAGEMENT CONTRACTS EXPECTED TO BE  
AWARDED WITHIN WEEK TO WILLIAM PEREIRA AND TURNER CONSTRUCTION,  
BOTH OF US. TURNER WILL BE CHARGED WITH LOCATING CONSTRUCTION  
CONTRACTOR, PROBABLY FROM IRAN OR FAR EAST. DR. SAMII, MINISTER  
OF SECIENCE AND HIGHER EDUCATION IN CHARGE OF PROJECT.

4. ORTHOPEDIC REHABILITATION CENTER (UNDER MINISTER SOCIAL  
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PAGE 02 TEHRAN 04476 140758Z

WELFARE) AND BLOOD CENTER: WILL BE ARCHITECT. FURTHER IMPLEMENTATION  
EXPECTED AFTER MODEL MENTIONED PARA 2 ESTABLISHED.

5. MINISTRY OF SOCIAL WERFARE GENERAL HOSPITALS: THREE 500-600

BED HOSPITALS UNDER CONSTRUCTION BY IRANIAN CONTRACTORS AT TEHRAN, SHIRAZ AND KERMANSHAHR. MPA PLANNING CONSULTANT FOR KERMANSHAHR HOSPITAL AND FOR 400 BED HOSPITAL/NURSING SCHOOL COMPLEX AT KASHAN. KASHAN HOSPITAL WILL PROBABLY SERVE AS IMPLEMENTATION MODEL FOR FUTURE HOSPITALS AND WILL PROBABLY INCLUDE SEPARATE ARCHITECTURAL, CONSTRUCTION MANAGEMENT AND CONSTRUCTION CONTRACTS. MINISTRY ALSO PLANS 600 BED HOSPITALS AT REY AND AHWAZ, AND MPA CONSIDERED TO HAVE INSIDE TRACK FOR PLANNING CONSULTANCY. PROJECT DIRECTOR IS DR. ARAM, UNDERSECRETARY, MINISTRY SOCIAL WELFARE.

6. MINISTRY OF SOCIAL WELFARE PSYCHIATRIC HOSPITALS: AT LEAST 4000 BEDS PLANNED; TWO SMALL HOSPITALS ALREADY UNDER CONSTRUCTION BY IRANIAN CONTRACTORS AT ISFAHAN AND KERMANSHAHR. COMPLEX ALSO SCHEDULED FOR REZAIEH AND OTHER SITES TO BE DESIGNATED AT LATER TIME. PROJECT MANAGER IS DR. NEGHAEBT, UNDERSECRETARY, MINISTRY SOCIAL WELFARE.

7 RED LION AND SUN SOCIETY: PLANS NUMEROUS SMALL HOSPITALS, BUT THESE USUALLY LOW BUDGET AND CONTRACTED LOCALLY; HOWEVER, MPA IS PLANNING CONSULTANT FOR 800 BED HOSPITAL IN TEHRAN. MR. HOSSEIN KHATIBI, MANAGING DIRECTOR, RED LION AND SUN SOCIETY, IS PROJECT MANAGER.

8. ISFAHAN MEDICAL CENTER: INCLUDES MEDICAL SCHOOL; MPA PLANNING CONSULTANT.

9. RE EQUIPMENT HOSPITALS OUTLINED PARAS 3-6: NINE-MEMBER COMMITTEE UNDER MINISTRY OF SOCIAL WELFARE AND INCLUDING REPRESENTATIVES RELATED MINISTRIES AND TWO INDEPENDENT DOCTORS IS PRESENTLY SURVEYING EQUIPMENT NEEDS AND WILL PREPARE TENDERS IN NEAR FUTURE. CATALOGUES, INCLUDING TECHNICAL DATA AND FULL RANGE PRODUCTS, OF MAJOR US HOSPITAL EQUIPMENT MANUFACTURERS WOULD BE VALUABLE TOOL TO COMMITTEE. COMMITTEE ESPECIALLY INTERESTED MULTIPHASE SCREENING AUTOMATED CHECK-UP EQUIPMENT. TO EXPEDITE DELIVERY PLEASE REQUEST SUPPLIERS TO SEND COMPREHENSIVE MATERIAL ASAP TO LYNNE LAMBERT, BOX 2000, APO NEW YORK 09205.

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PAGE 03 TEHRAN 04476 140758Z

10. PROFESSIONAL MANAGEMENT FOR HOSPITALS OUTLINED PARAS 3-6: GOI INTERESTED IN HIRING PROFESSIONAL ADMINISTRATORS WHO COULD PROVIDE LIMITED QUALIFIED SUPERVISORY NURSING AND MEDICAL STAFF. PRICE IMPORTANT FACTOR IN AWARD.

11. RE IRANIAN PARTNER: APPARENTLY MINISTRY SOCIAL WELFARE PREFERS DEALING WITH US FIRMS WHICH DO NOT HAVE IRANIAN PARTNERS.

12. ACTION REQUESTED: (A) USDOC REQUESTED ADVISE HOSPITAL BUILDERS AND DESIGNERS STATUS PROJECTS AS OUTLINED ABOVE;(B) ALERT HOSPITAL PLANNERS AND CONSTRUCTION MANAGEMENT FIRMS OPPORTUNITIES OUTLINED PARAS 3-7; MPA AND TURNER BELIEVED TO HAVE INSIDE TRACK,

BUT OPPORTUNITIES MAY EXIST FOR OTHER US FIRMS: (C)ALERT BEN  
PORTER OF CHARTER MEDICAL CORP., MACON, GEORGIA (TEL. 912-743-4601)  
OPPORTUNITY PARA 6;(D) REQUEST EQUIPMENT SUPPLIERS SEND CATALOGUES  
PER PARA 9;(E) ALERT HOSPITAL MANAGEMENT FIRMS OPPORTUNITY PARA 10.

13. ABOVE SHOULD BE DISSEMINATED BY DIRECT CONTACT AND NOT  
PUBLISHED IN COMMERCE TODAY.

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## Message Attributes

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**Capture Date:** 26 AUG 1999  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 14 MAY 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** CunninFX  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975TEHRAN04476  
**Document Source:** ADS  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** n/a  
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**Office:** ACTION NEA  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 3  
**Previous Channel Indicators:**  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** CunninFX  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 06 AUG 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <06 AUG 2003 by MartinML>; APPROVED <26 NOV 2003 by CunninFX>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** n/a  
**TAGS:** BEXP  
**To:** USDOC INFO STATE  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006